

Message Text

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TO AMEMBASSY BRUSSELS

INFO USMISSION EC BRUSSELS

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E.O. 11652: N/A

TAGS: EFIN, BE

SUBJ: EXPORT FINANCING

EXIMBANK VICE PRESIDENT, POLICY ANALYSIS, STEPHEN H. GOODMAN, PLANS TO VISIT BRUSSELS SEPTEMBER 30 THROUGH OCTOBER 2. PRIMARY PURPOSE OF VISIT TO BELGIUM IS TO REVIEW EXPORT FINANCING DEVELOPMENTS, PARTICULARLY INTEREST RATE AND CREDIT POLICIES. MR. GOODMAN WOULD ESPECIALLY LIKE TO DISCUSS: THE MECHANICS THROUGH WHICH THE INTEREST RATE ON EXPORT CREDITS IS DETERMINED; THE TOTAL BLENDED COST TO THE BORROWER OF GOVERNMENT-SUPPORTED EXPORT CREDITS; DISTRIBUTION OF GOVERNMENT-SUPPORTED EXPORT CREDITS BY INTEREST RATE, MATURITY AND MARKET CATEGORY; AND POSSIBLE NEW PROCEDURES FOR EXCHANGE OF INFORMATION ON DETAILS OF FINANCING PACKAGES. EMBASSY ASSISTANCE IN ARRANGING ACCOMMODATIONS AND MEETINGS WITH GOVERNMENT AND BANK REPRESENTATIVES WOULD BE APPRECIATED.

MR. GOODMAN WILL ARRIVE BRUSSELS ON SEPTEMBER 30 AROUND 1900 HOURS VIA CAR FROM THE HAGUE AND WILL DEPART BRUSSELS FOR STOCKHOLM ON OCTOBER 2 AT 1800 HOURS VIA SABENA FLIGHT 777. RESERVATIONS FOR SINGLE, WITH BATH, FOR THE EVENINGS OF SEPTEMBER 30 AND OCTOBER 1 AT A MODERATELY PRICED HOTEL OR WHERE EMBASSY UNCLASSIFIED

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RATES ARE AVAILABLE ARE REQUIRED.

PLEASE ARRANGE SCHEDULE OF CALLS. MR. GOODMAN WOULD APPRECIATE MEETING WITH APPROPRIATE INDIVIDUALS AT THE MINISTRY OF FOREIGN TRADE (POSSIBLY INCLUDING OFFICIALS OF COPROMEX), THE NATIONAL BANK OF BELGIUM, CREDITEXPORT, AND THE OFFICE NATIONAL DU CUCROIRE. PLEASE HOLD AS MUCH OF THURSDAY OPEN AS NECESSARY FOR MISSION-ARRANGED CALLS WITH EC OFFICIALS.

PLEASE ADVISE MR. GOODMAN DIRECTLY OF CONFIRMED HOTEL RESERVATIONS. APPRECIATE EMBASSY ASSISTANCE. KISSINGER

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